

Message Text

UNCLASSIFIED

PAGE 01 TAIPEI 04778 080533Z
ACTION COME-00

INFO OCT-01 EA-09 ISO-00 EB-08 /018 W
-----027753 080536Z /17
R 080455Y AUG 77
FM AMEMBASSY TAIPEI
TO AMCONSUL HONG KONG
INFO SECSTATE WASHDC 4557

UNCLAS TAIPEI 4778

E.O. 11652: N/A
TAGS: EFIN, ENRG, TW
SUBJECT: ANPING POWER STATION PROJECT -WESTINGHOUSE ELECTRIC BID

REFS: (A) TELEX FROM L.C. SAUNDERS, VICE PRESIDENT - POWER SYSTEMS
FAR EAST, WESTINGHOUSE ELECTRIC, S.A., DATED AUG 3, 1977
(B) TAIPEI 4466

1. IT WOULD BE APPRECIATED IF CONSULATE WOULD PASS FOLLOWING
MESSAGE TO L.C. SAUNDERS, CAROLINE MANSION, YUN PING ROAD,
HONG KONG;

2. QUOTE: DEAR MR. SAUNDERS: REGARDING YOUR TELEX OF 3
AUGUST 1977, I HAVE BEEN NOTIFIED BY L. K. CHEN, CHAIRMAN OF
THE TAIWAN POWER COMPANY, THAT U.S. BIDDERS WILL NOT BE
AWARDED A LETTER OF INTENT FOR THE TURBINE GENERATOR AND
AUXILIARIES OF THE ANPING PROJECT. IN A SHORT LETTER TO ME
OF JULY 28, CHEN STATED AS FOLLOWS:
"THANK YOU FOR YOUR LETTER OF JULY 22 IN CONNECTION WITH OUR
ANPING PROJECT. WE ARE VERY MUCH AWARE OF THE TRADE
BALANCE BETWEEN THE UNITED STATES AND THE REPUBLIC OF
CHINA AND HAVE, THEREFORE, MADE OUR AWARD ON THE STEAM
GENERATING EQUIPMENT TO THE VALUE OF SOME 60 MILLION
DOLLARS TO THE LOWER U.S. BIDDER, EVEN THOUGH THIS BID
IS 20 PERCENT HIGHER THAN THE LOWEST NON-U.S. MANUFACTURER.
HOWEVER, WITH REGARD TO THE TURBINE GENERATOR AND
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AUXILIARIES, THE LOWER U.S. BIDDER IS NEARLY TWICE THE
PRICE OF NON-U.S. MANUFACTURERS. DUE TO THE FAR TOO
EXCESSIVE EXPENSES INCURRED, WE ARE REGRETFUL THAT WE
ARE UNABLE TO CONSIDER GIVING THE CONTRACT ON THESE
EQUIPMENT TO U.S. MANUFACTURERS."
FROM THE ABOVE I WOULD CONCLUDE THAT YOUR REPRESENTATIVE

IN TAIWAN IS CORRECT IN HIS UNDERSTANDING THAT A NON-U.S.
FIRM HAS RECEIVED A LETTER OF INTENT FOR ANPING'S TURBINE
GENERATORS, AND THAT THE SUBSTANTIALLY LOWER BIDS OF NON-
U.S. FIRMS WEIGHED HEAVILY IN THE FINAL DECISION. JOSEPH
B. KYLE, COUNSELOR OF EMBASSY FOR ECONOMIC AND COMMERCIAL
AFFAIRS. UNQUOTE.
UNGER

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NNN

*** Current Handling Restrictions *** n/a

*** Current Classification *** UNCLASSIFIED

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
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Current Classification: UNCLASSIFIED
Concepts: BUSINESS FIRMS, CONSTRUCTION, CONTRACTS, ELECTRIC POWER PLANTS
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Copy: SINGLE
Sent Date: 08-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Review Release Date: n/a
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Subject: ANPING POWER STATION PROJECT -WESTINGHOUSE ELECTRIC BID
TAGS: EFIN, ENRG, TW, US
To: COM HONG KONG
Type: TE
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